

CIA Goes to College

Not-So-Secret Recruiters Use Soft Sell on Students

By Martin Weil
Washington Post Staff Writer

Accredited courses in espionage are not offered at any of the 3016 colleges and universities in the United States.

Yet the Central Intelligence Agency, the supersecret mammoth of McLean, sends recruiters to some 100 or so of them.

Their avowed intention: To find scholars, not spies. They are looking for people who can make sense out of secrets.

They are trying to hire new members for a kind of secret advanced study institute on the Potomac, where spies tell it on to scholars, who tell it only to the President.

What they want is people who know anything and everything from anthropology to zoology.

"After Good People!"

"We're after good people," Col. Stanley Grogan, agency spokesman, has said.

But the CIA's own recruiters said a few things more to college seniors across America this spring. And correspondents on campuses from coast

to coast interviewed those seniors. Their reports to The Washington Post comprise the bulk of material that can be gathered on CIA recruiting.

A Princeton senior told a correspondent for The Washington Post that "They're (the CIA) after the campus intellectuals."

"The CIA wants experts," said the director of Boston's University's placement office.

CIA recruiters have their handicaps—perhaps a few more than the average. Making students swear not to divulge what goes on in the interview tends to hamper word of mouth advertising.

Recruiter Picketed

Politically activist students picketed the recruiters last winter at Grinnell College in Iowa. Agency recruiters have been picketed before, elsewhere.

But despite its lack of fanfare, and despite occasional ostracism, CIA is, on the whole, a popular recruiter.

A fine-print notice in the Harvard Crimson, buried in a long column of similar notices of the coming of vari-

ous other recruiters, drew 22 Harvard students last spring.

At the University of Texas, said a placement official there, the CIA recruiter "never has any trouble finding people."

Last spring at the University of Colorado, 82 students showed up for interviews.

The CIA actually has a recruiting brochure, which suggests to prospective employees that some will get to serve their country in "far places." Yet this hint of romance and adventure is not what attracts most of the people.

Wide Appeal
A veteran placement officer put it this way:

"Anytime you have an employer who can use so many different kinds of people, the turnout is bound to be large. Most corporations and government agencies hire people who have a specific major."

The subjects are few that fail to interest the CIA. When CIA recruiters visited Boulder, for example, this is who they wanted to see:

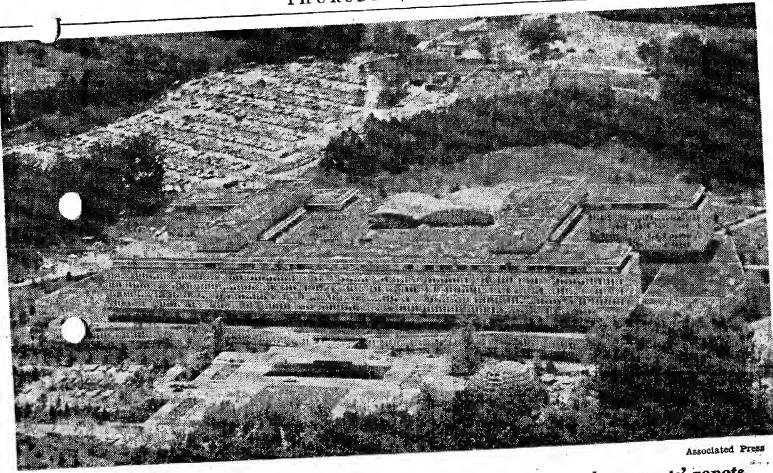
See CIA, F7, Col. 1

The Washington Post

THURSDAY, MAY 5, 1966

GENERAL NEWS
COMICS

F1



CIA recruiters scour U. S. colleges for scholars equipped to analyze agents' reports.

Associated Press

CIA—
From FI

CIA On Lookout for Scholars With Many Skills

THE WASHINGTON POST
Thursday, May 5, 1966 F7

"People with any degree in electrical engineering, engineering physics, applied mathematics, physics, modern languages, (especially Slavic or Oriental), economics, history, international affairs, and geography."

They also wanted to interview students and graduate students in business administration, aeronautical engineering, mechanical engineering, and chemistry. (All must be American citizens, of course.)

Lots on other campuses have been similar, with occasional additions or deletions.

To many people reading a list like this, it might appear that the agency was taking the long-winded way of saying it would take anybody, regardless of what he studied, so long as he is a good security risk.

It's thoroughness and self expression."

When asked by a puzzled student whether a researcher needed to be all that, he confessed that he probably did not.

But, he hinted, there were

indeed some other jobs

which might test the mettle

of just such paragons . . .

For the research jobs,

girls appear to be welcome enough. The recruiter at Berkeley said that about 10 per cent of his applicants were girls.

But outside of these more

mundane jobs, the opportu-

nities for girls seem to dwindle.

A bright Sophie Newcomb College senior didn't think the man had much at all for her.

"He kept looking at his watch," she explained.

Another girl had much the same story. "I wish I could be a scholar in some foreign country. To me it was uninteresting. To him it seemed like some kind of super-secret big deal."

In general, Agency re-

cruiters, while they do take

care to drop the proper hints, are decidedly soft-

sell, and don't do much arm-twisting.

The recruiter at Yale didn't go much beyond the fact that he himself "liked" the CIA.

Students at Princeton found the recruiter surprisingly genial and soft-spoken.

Even more surprised

recruiter by student

Tulane.

"He did not look like a recruiter," she said. "He did not have the usual clothes for a recruiter. He

had on a gray shirt, green tie, and blue coat. These made him stand out among

the other interviewers at the placement office.

"He seemed very uncool, unsophisticated, more like a grandfather image."

CIA recruiters may react quickly when someone mentions the Bay of Pigs, or some of the recent popular book on the Agency.

The writer at Pomona advised students to find out about the CIA by reading Allen Dulles' books and not those of "irresponsible, self-seeking journalists."

One such, he said, was the "Invisible Government."

"It makes me indignant,"

he said, dismissing the book by declaring that the CIA was not a government, and not invisible.

The Agency's move onto the college campus, and thus into the public eye, is finding a renunciation of its traditional policies of secrecy.

It is unusual when the recruit does not ask the student to take an oath pledging not to divulge the contents of the interview.

At one time, it was CIA's

hope that it would not have

to reveal to the entire

campus, through placement

office listings, that it was recruiting.

Recruiters at the University of Colorado once listed themselves only as "government representatives." They stopped the practice after finding that nobody was

that interested in talking to "government representatives."

Sometimes the recruiter will hand out applications at the interview session.

Other times, he mails them.

They travel through the

mails in unmarked stationery.

When a Boston College

senior got a letter asking if he was still interested in "working for our agency," he wondered "whose agency?"

Still another indication that the agency believes in security in its recruiting was observed recently by a Princeton senior.

He began to quiz a fellow student who he knew had talked to the CIA interviewer.

It wasn't long before he got a call from Washington telling him that his activities were contrary to the national interest.

Tailor-Made Jobs

But while the important, the true part is important, is not grab-bag. The agency to have ever made jobs for people in each of these fields.

An electrical engineering major at Tulane was told that he could be set to work helping listening devices to work for such devices.

He might be called on to inspect foreign nations' plans for such devices.

This student got every electric radio set, vacuum tube in every foreign country, and every foreign light bulb in every electric lamp.

A girl in Boston, inclined, was told in an interview that she could biographies of some single, As events occurred, she would revise her sketches, were about to leave for overseas, she would tell them who was who.

Foresters Needed

Even a forester may have a desk waiting for him at CIA headquarters. Many McLean countries have both foreign forests, been known to photograph skies, looking for what's below, the foliage. Foresters can spot phony graphs, aerial photographs.

To a scholar who wants to go on sick leave, regular vacations, the CIA may hold a certain attraction. Pub- But for the drawback, Pub- question is the likelihood of a major publication. Pub- scholarship is the lifework to prestige and reputation. At Harvard, a recruiter candidly admitted to a stu- dent it can be frustrating to work for your friends and colleagues in the scholarly what you have done.

One recruiting brochure says, "It's the digest, the information which the President must collect, the agency's role and interpretation which the States must have." On the next page: "To the President, it is responsible to the after to the

"... And the one service needed by the President finally" appear. In another brochure, Mc- Cone bounds from his hand. In a photograph, John Mc- Cone briefcase in hand, outside the White House. Another chance to see the world. Not infrequently, re- cruiters talk of orientation tours abroad as part of training programs do they discourage the may job at the Agency.

Big Drawing Card
As a Tulane senior de- scribed his trip, he flashed most any job at the Agency.

But when agency recruit- ers talk of a career full of excitement, there is a strong likelihood that their hearers are talking of long af- fairs in libraries.

The recruiter who visited Harvard, and undefined work, and could be engaged in only after an apprenticeship spent in Washington, hint of a career beyond research at the University of California.

Another oblique reference given by the University was to the person he was looking for as one with "perception of knowledge, leadership potential and judgment, initiative and imagination, inquisitiveness and energy, and flexibility."